Message Text

CONFIDENTIAL

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51

ACTION AF-06

INFO OCT-01 ISO-00 EB-07 COME-00 MC-02 CIAE-00 INR-07

NSAE-00 DODE-00 TRSE-00 PM-03 NSC-05 SP-02 SS-15 /048 W

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R 121212Z FEB 75

FM AMEMBASSY KHARTOUM

TO SECSTATE WASHDC 9394

CONFIDENTIAL KHARTOUM 366

E.O. 11652: GDS

TAGS: PFOR MASS BTRA SU

SUBJ: TRAVEL OF SIKORSKY REPRESENTATIVE

REF: STATE 25196

1. TWO SENIOR UNITED AIRCRAFT INTERNATIONAL REPS, JOHN CAMPBELL AND ROBERT BROWN, CALLED ON AMBASSADOR FEBRUARY 12 ALONG WITH JOSEPH D. COOPER, REGIONAL REP FOR SIKORSKY IN NAIROBI (SIKORSKY IS DIVISION UNITED AIRCRAFT). IN COURSE DISCUSSION, IT CAME OUT THAT SIKORSKY REGARDS SALE HELICOPTERS TO LOCAL POLICE. AS MOST POTENTIALLY INTERESTING MARKET, SINCE "POLICE AIR WING" HAS SEVERAL HELICOPTER PILOTS. AMBASSADOR WENT OVER CURRENT POLICY IN DETAIL (PARA 1 REFTEL). HE RAISED QUESTION WHETHER ANY SALE TO POLICE WOULD BE REGARDED AS PRIMA FACIE FOR CIVILIAN USE AND NOTED IT WOULD DO NOTHING FOR COMPANY'S CREDIBILITY FOR SUCH SALE TO BE PUSHED BUT THEN TO FAIL RECEIVE MC LICENSE WHICH MIGHT BE NECESSARY. COMPANY REPRESENTATIVES CONCURRED AND SAID THEY PLANNED CALL ON NUMBER INDIVIDUALS ON "GET ACQUAINTED" BASIS IN HOPE LAYING GROUNDWORK FOR SOME MODEST SALES IN FUTURE.

2. ENGLEHARDT (PARA 2 REFTEL) ARRIVING FEB 13 AND WILL, AS NECESSARY, BE GIVEN SAME GUIDANCE. BREWER

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Message Attributes

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